

**BUSINESS****The Eve****CUTS POLLUTION, TOO**

WASHINGTON, D. C., WE

*file photo  
trash/Waste***Trash Turns Pretty Profit**

By BAILEY MORRIS

Star Staff Writer

Murray Kaye knows trash. He's been busy buying waste paper and reselling it at a profit for years. He knows what kind of paper will bring the highest price, what kind will bring lower prices, and the kind that won't bring any price.

In his own way, Murray Kaye has been helping to reduce pollution since 1946 . . . well before the environment became the hot political issue it is today.

Raymond DuFour, a man with interests in real estate, insurance and computers, became interested in trash as a business a year ago, at about the same time the nation was beginning to awaken to the fact that each year it is being inundated by billions of cans and bottles and millions of tons of paper.

Both men head Washington-based companies that in different ways, are making a profit while contributing to a cleaner, more sanitary and longer-lasting number of companies that have either sprung up since environmental concern reached its present proportions or have achieved recognition since the issue became prominent.

**Began In 1956**

Kaye's company Capital Reclamation Corp., has been in business since 1956 at its present location at 215 Bryant St. N.E. It is a member of the secondary materials industry which buys used materials and resells them for repeated use.

Capital Reclamation's commodity is waste paper which it buys on a contractual basis from mills like the Government Printing Office and the House of Representatives, for example, from \$1 to \$100 a ton and resells it to pulp, paper and gypsum mills for anywhere from \$11 to \$15 a ton.

The paper is trucked to Capital's Bryant Street plant where it is sorted, graded by color and converted into baled for shipment and direct reuse.

Environmentalists call the process recycling, a way of making repeated and continuous use of materials to solve the trash problem and relieve the drain on natural resources. To Kaye, it is a common sense process that requires a large amount of expertise.

His business really started in 1946 as a buyer of old rags, iron and paper. "It was basically a junk dealer's shop," he says. "I got the idea from seeing those horse and wagon with men sitting on top buying old clothes cans, etc."

Recently Sophisticated

At one time went on the business became more sophisticated and Kaye began to implement environmental purposes for eliminating some of the solid waste that needs to be dumped and using secondary fibers in stead of virgin timber," Kaye added.

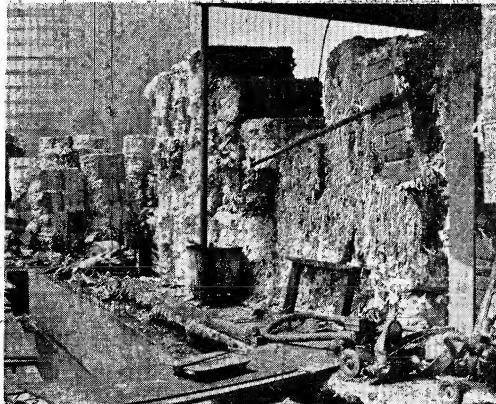
He normally employs 10 people to sort and grade the paper by hand. A mechanical way has not been developed. The job requires weeding out paper contaminated by glues, adhesives, asphalt and other particles, and selling them and giving it out to wide number of categories which fit under the three basic headings of: low grades, newspaper, mixed paper and corrugated containers; mid-grade white printed, cold pressed paper and high and high grade, white unprinted.

Companies that pay Capital Reclamation to prepare paper for recycling include such giants as Weyerhaeuser Co., and Westvaco, (formerly West Virginia Pulp and Paper Co.). They and other companies buy Kaye's reclaimed paper for a great many products such as paper board, roofing materials, tiling, containers and printing paper. And unlike most consumer-company relationships, the mills not Capital Reclamation, set the price they are willing to pay for the reclaimed paper.

**Pulp Is Costly**

"They prefer to use it because of the high cost of pulp," Kaye says. "We're not in the production of secondary fibers and pulps, others, like board mills, use the secondary fibers exclusively."

Kaye's company, which went public last year, earned \$161,846 in sales of \$424,275. The fiscal year ended Feb. 28, 1970, the company had before tax net earnings of \$21,000 on sales of \$2.8 million.



-Star Photographer Joseph Silverman

Stacks of waste paper are sorted, graded, shredded and baled by Capital Reclamation Corp. for reuse by mills producing paperboard, gypsum and other products.

business than it can handle now means complex and compact it and is currently expanding from into a 8 by 125 by 8 foot pack-about 19,000 square feet of manufacturing and storage space to say.

In the future, Kaye expects the business to grow even more as people become more aware of the reclamation process. "The experts claim that 60 to 70 percent of the waste generated is paper or a paper product," he says. "At present we are re-claiming just 15 to 20 percent of all the fiber that is being manufactured. In Japan, which has no pulp, we're reclaiming 50 percent and West Germany reclaims about 35 percent."

Raymond DuFour became interested in trash when a young inventor named Steve Hopkins came to him with a design for a machine that can receive paper cans, bottles and other trash, turn it into wet trash, compact it under hydraulic pressure and turn it out into polyethylene-wrapped packages as small as 5 square feet.

DuFour bought the idea, the patent and a little over a year ago formed Compackager Corp., headquartered at 2135 Wisconsin Ave. NW.

**Four Models Offered**

Compakager, which DuFour describes as still in the embryo stage, has developed and is marketing about four different models in the trash compacting machine through the home office and 25 distributors around the country.

DuFour believes he is in on the ground floor of a business that will boom. "Prince Georges County, Maryland ordinance requires trash to be packed in plastic bags. Compacting will come next," he says.

Among the units Compakager manufacturers and markets are a \$2,000 unit that can compact the entire day's trash load of a 400-unit apartment building into a single bag and a \$7,000 unit that can compact the daily trash generated by a 400-unit apartment building into several plastic bags that seal off odors and require little storage space.

"We could take 20-days worth of trash from a 100-unit apart-



A secretary at Compakager Corp. empties trash into one of the firm's compacting models that squeezes or compacts large amounts of trash under hydraulic pressure into plastic-sealed bundles like the one shown above.

It makes the job of collecting trash easier because a man would never have to dirty his fingers or clothing.

• It saves space and money,

especially in costly downtown locations where businesses pay for space by the square foot and must have a large room to store their trash.

• It can compact 2,000 aluminum cans into a 78-pound package which can then be resold.

• It eliminates smell and vermin attached to non-packaged, non-compacted trash stored outside.

• With general use, garbage collections in large cities would only have to be made twice a month instead of twice a week.

Capital Reclamation has more